



FIG. 1

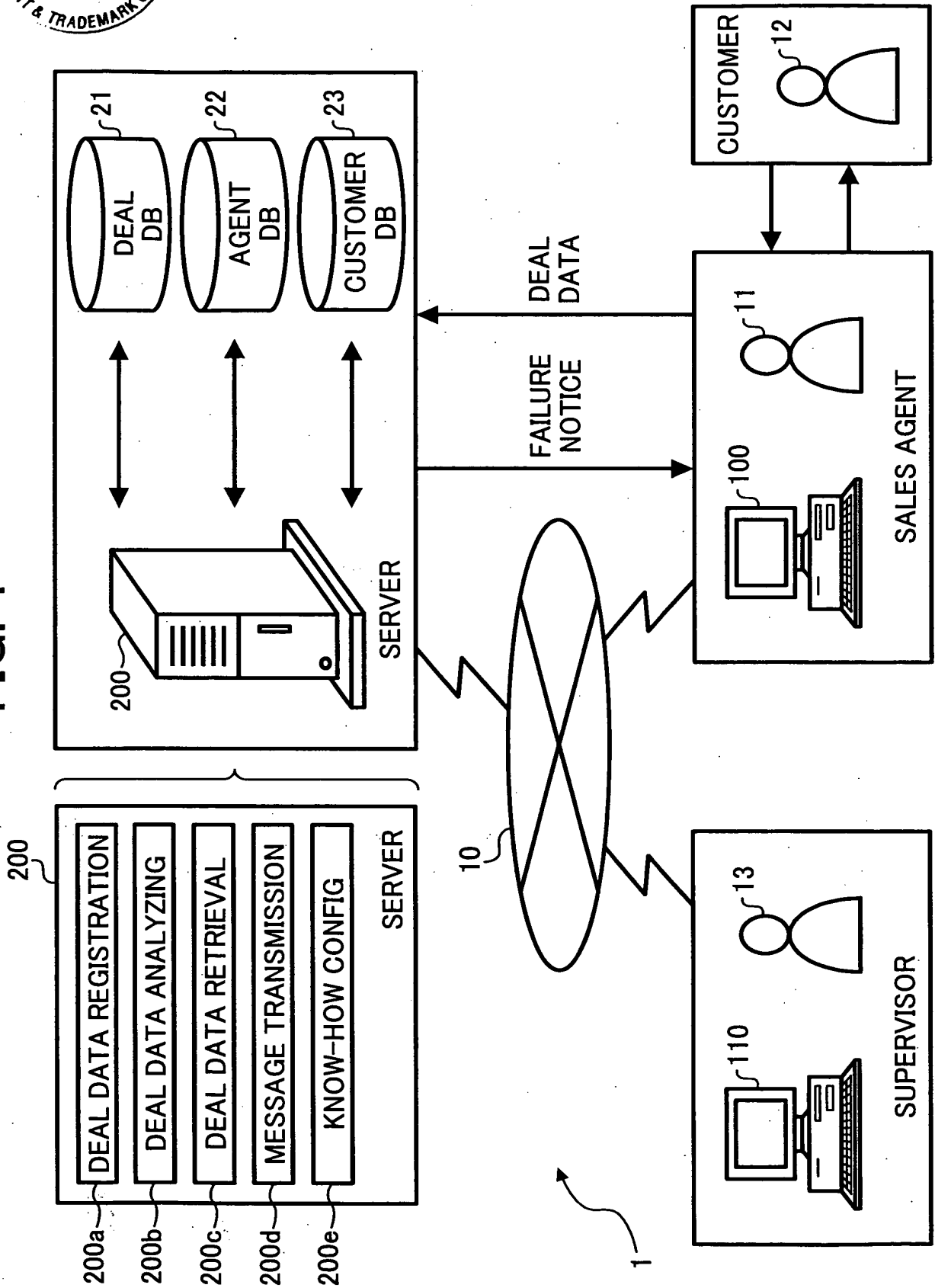


FIG. 2

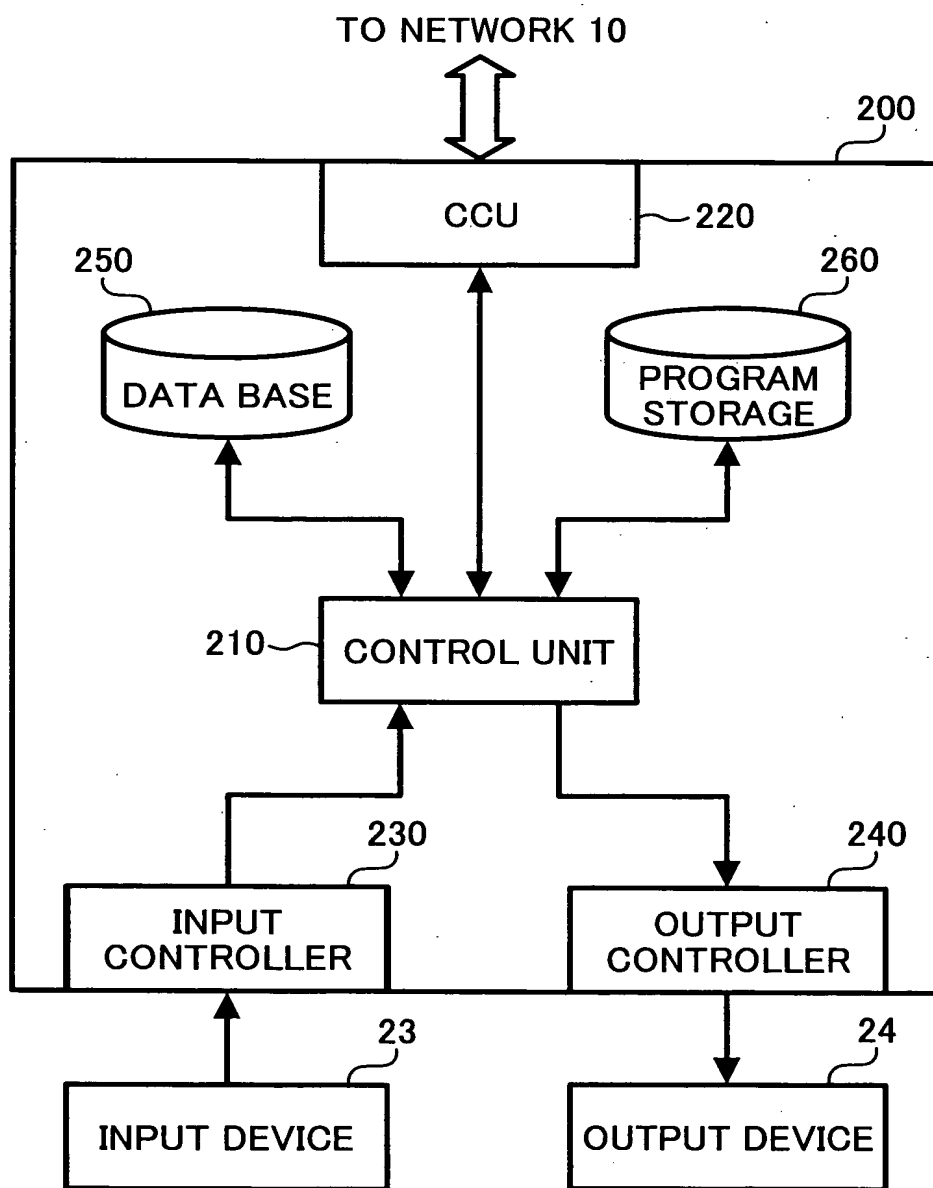


FIG. 3

DEAL DB

DEAL ID	CUSTOMER ID	AGENT ID	PROPOSED ITEMS	ESTIMATION	APPOINTED DEADLINE	COMPETITOR	...
⋮	⋮	⋮	⋮	⋮	⋮	⋮	⋮
M10	C001	SA001	PRODUCT A	¥***,***.-	1 WEEK	Z	...
M11	C010	SA010	SYSTEM B	¥***,***.-	10 DAYS	X	...
⋮	⋮	⋮	⋮	⋮	⋮	⋮	⋮

FIG. 4

AGENT DB

AGENT ID	ATTRIBUTION	PERSONAL PROPERTY	...
⋮	⋮	⋮	...
SA100	NAME, DIVISION, E-MAIL ADDRESS, SUPERVISOR'S INFO., ...	COMPREHENSIVE PRESENTATION,
SA101	NAME, DIVISION, E-MAIL ADDRESS, SUPERVISOR'S INFO., ...	KNOWLEDGE BASED PROPOSALS,
⋮	⋮	⋮	...

FIG. 5

CUSTOMER DB

CUSTOMER ID	ATTRIBUTION	BUSINESS CATEGORY
⋮	⋮	⋮
C0100	NAME, COMPANY, POST,...	MANUFACTURER,...
C0101	NAME, COMPANY, POST,...	SERVICE INDUSTRY,...
⋮	⋮	⋮

	DEAL HISTORY	PERSONAL PROPERTY	IT LEVEL	...
	⋮	⋮	⋮	⋮
	ITEMS, QUANTITY,...	MERCHANDIZE AUTHORITY,...	A+	...
	ITEMS, QUANTITY,...	SKILLED IN NEGOTIATION,...	B	...
	⋮	⋮	⋮	⋮

FIG. 6

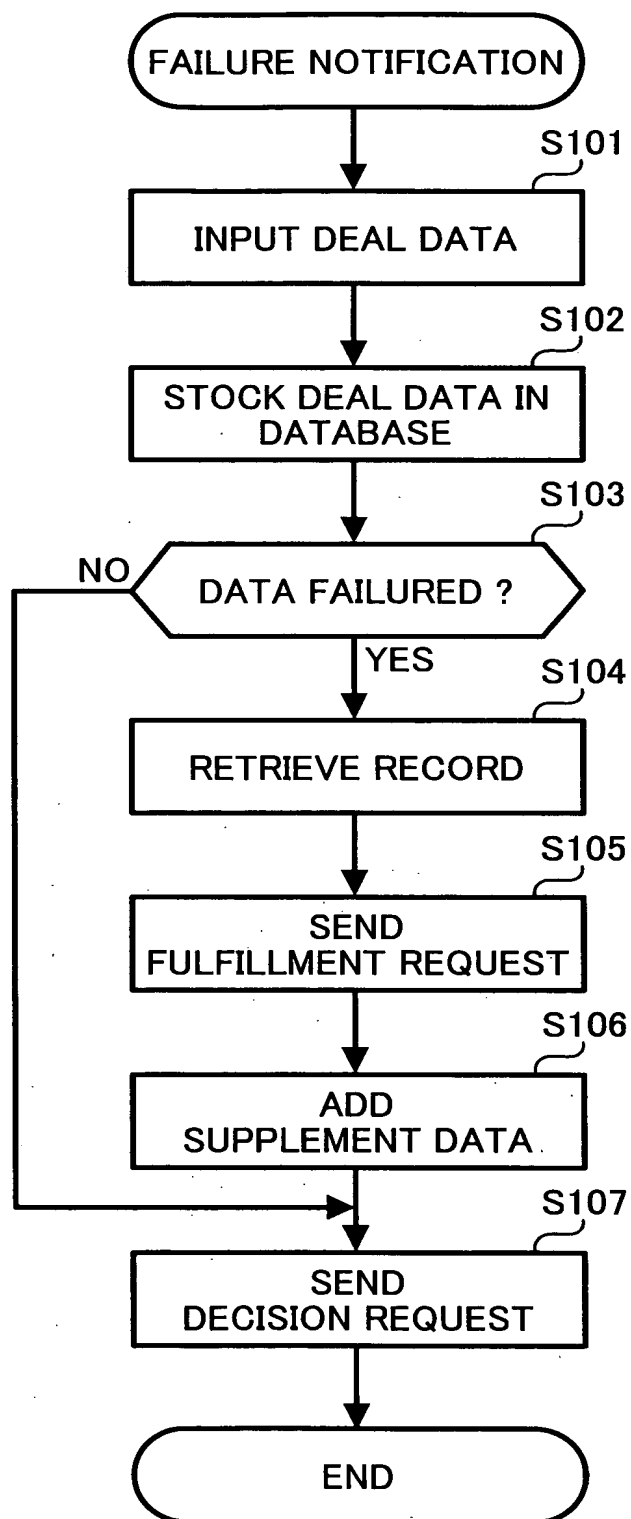


FIG. 7

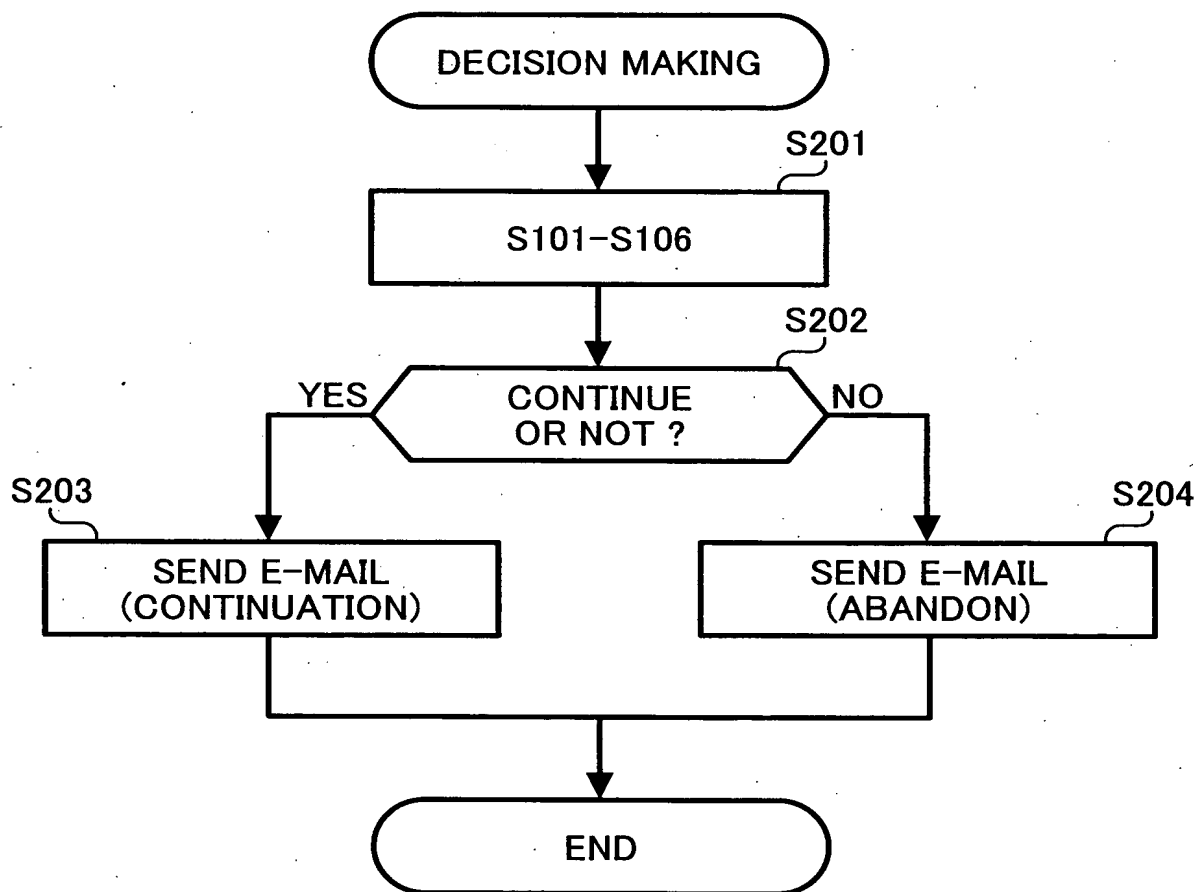


FIG. 8

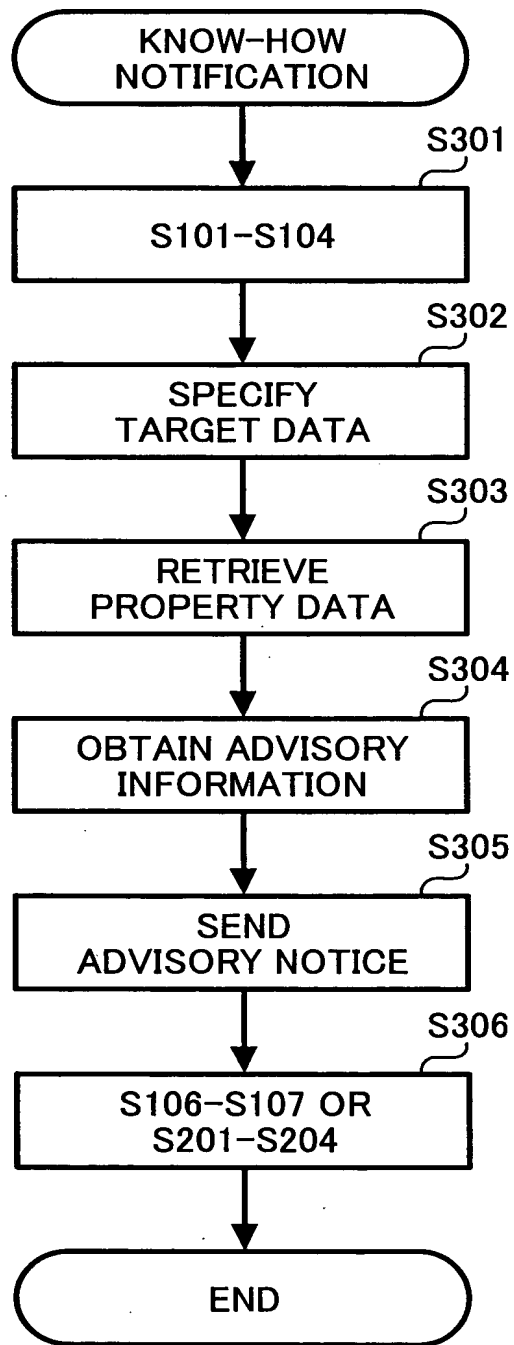


FIG. 9

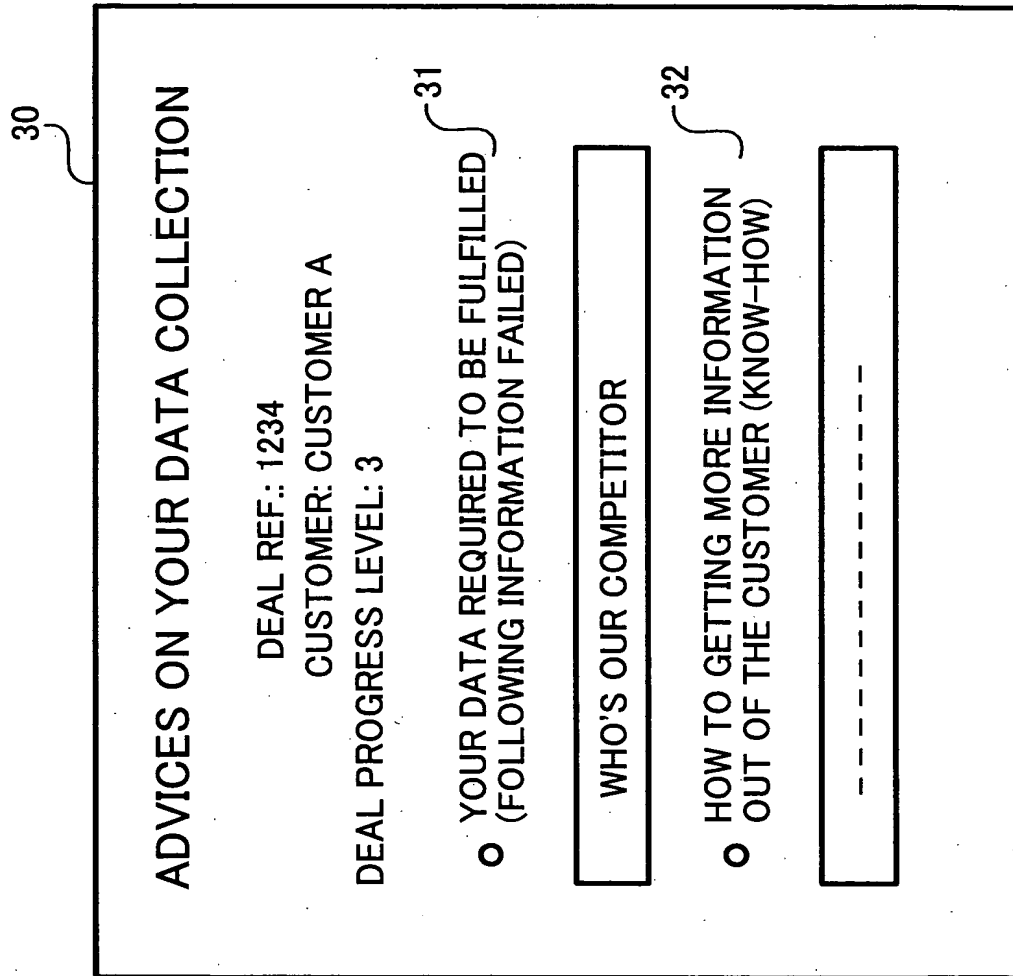


FIG. 10

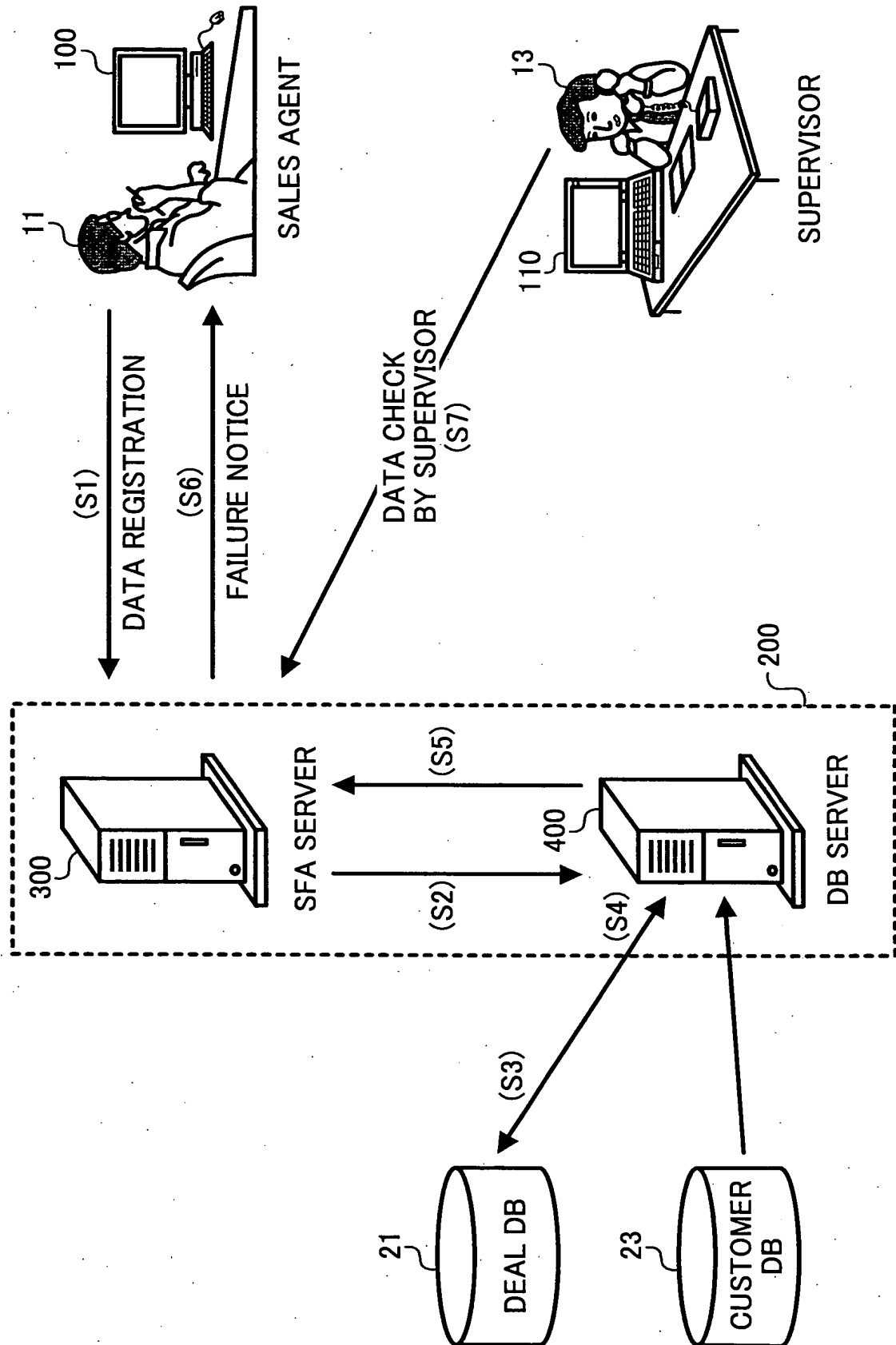


FIG. 11

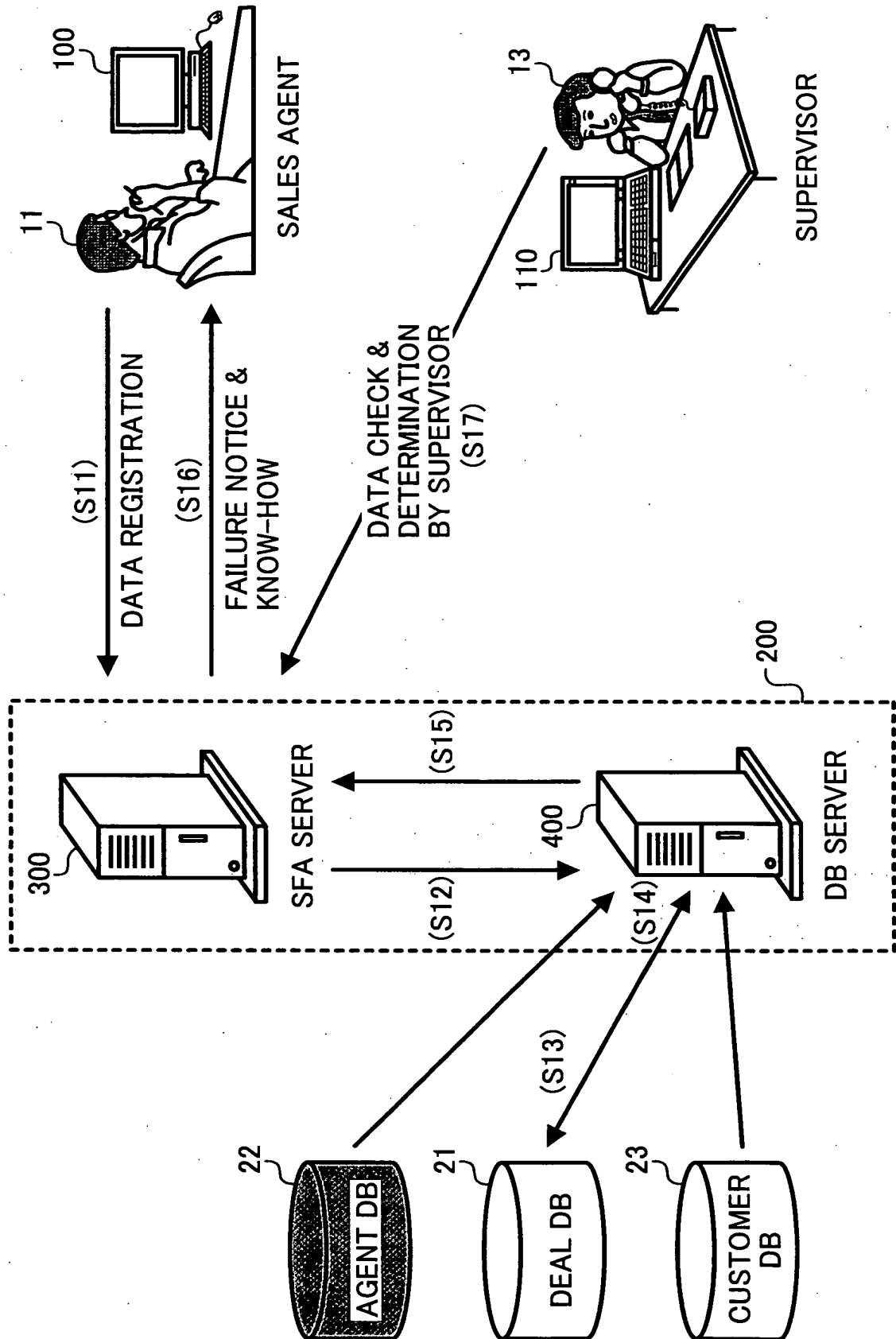


FIG. 12

